



Strategic Sourcing of Automotive Components

PROJECT BACKGROUND

A customer of ours was importing shafts that were of questionable quality and was facing issues of excessive vibrations and noise with them. This was creating hindrance in the work being carried out smoothly. Additionally the time taken from placing the order to procuring it was too much for our customer to afford. Added to this was the effort involved by our customer to keep a constant watch on the quality of shaft, to ensure proper communication with different vendors in the supply chain and stress on timely delivery.

OUR APPROACH

Initially, we used our India Sourcing team of professionals to hear and understand the needs of our customer. We then used our extensive database and competitive intelligence along with our widespread logistic system to do a strategic sourcing analysis and provide end to end strategic sourcing solutions to our customer.

We used our database to contact all the suppliers that matched our client's criteria. The terms of the deal such as the delivery time, cost and mode of payment were discussed with the suppliers and used as filter points. Further, the quality of shafts was inspected by members of our team who have years of knowledge and experience in this field. After shortlisting the suppliers, basis of all these points, we connected them to our client.

This saved our client from the hassle of identifying, locating, negotiating and meeting with a long list of suppliers in a foreign country. Sitting in the comfort of his home country, he was able to connect with a quality supplier. This relationship with us benefitted him in terms of his time, money and effort. We were able to reduce the lead time to half of what it was before along with ensuring a timely supply of high quality goods.

The client was able to evaluate the supply chain process right from the initial stage of conceptualization to the final stage of product review. Our team followed up with regulator inspections to ensure that the sourced goods always adhered to the prescribed standards.

RESULT OVERVIEW

Hence using RNCOS's experience rich team this customer was able to earn shafts of better quality with a lesser lead time along with a cost savings. Our research experts and managers exhausted the database and all our networks to ensure 100% result delivery.

For more information please contact us:

<https://www.rncos.com/contact.htm>